

LOOKING TOWARD APRIL BUSINESS.

**Livestock Growers Have Been
Big Money Borrowers During
The Week.**

MANY SMALL REALTY SALES.

**Presence of Henry Phipps is Watched
With Interest by Dealers Who
Are on the Alert.**

The week in business circles has been one of anticipation largely, owing to the uncertain weather, the anticipation consisting of a hopeful expectation for the month which opens on the morrow. In banking, local financiers report a comparatively dull week, due not only to the weather, but also to the irregularity in the mails caused by washouts and delayed trains. But there has been a pretty steady demand for money, principally from livestock growers who need money for handling their stock; and the rate of interest has ruled high, 7 to 9 per cent on account of the high rates prevailing in New York. The increase in the bank clearings over the week of the previous year has ranged from \$100,000 to \$250,000, which is a good, healthy sign. In short, the money market during the week was steady and firm, but without any specially marked movement.

MANY SMALL REALTY DEALS.

The real estate men report quite an aggregation of moderate sized sales well scattered over the city, and the changing hands of some acreage on the south side. The march of railway progress has largely cleared off the buildings from the blocks on the west side where the site of the new passenger stations and freight depots have been located, so that that section of the city makes the observer think of the demolition of bridges. New York above Thirty-second street where the Pennsylvania railroad is preparing to erect its enormous subway station. The real estate men are holding regular smokers in addition to their luncheons to discuss ways and means of properly advertising the city, and from reports, the profession generally is only waiting for settled weather, to start the real estate ball to rolling.

PRESENCE OF MR. PHIPPS.

The advent of Mr. Henry Phipps, the noted ex-steel magnate and philanthropist, has occasioned a ripple of excitement in the real estate profession, as he is the reputed owner of about \$1,000,000 worth of Salt Lake real estate, and considerable of it which is centrally located can be enlarged to the manifest advantage of the business public. The Galena block for instance, at Second South and State streets, might with profit to Mr. Phipps and the public be increased to a six story office building; and parties interested in State street properties claim that if he would take special interest in the matter, he could make a fortune out of it. State street could easily be made the principal business street of the city. But Mr. Phipps is a close mouthed man. He keeps his own counsel, and if he makes up his mind to do anything, it may be several weeks before he decides just what shall be done.

DRY GOODS HOUSES.

In the dry goods market there is a slight tendency toward falling wholesale prices in manufactured goods owing to the desire of a few mills to get rid of surplus stocks. But prices of raw material are stiff, and likely to remain so. The weakness of manufactured goods is regarded only temporary. The retail trade, considering the uncertain weather is good. The sale of goods is of course in light weight goods, with calls for bright colors and attractive patterns. Long kimono is somewhat startling patterns but very pretty are finding ready sale. When the weather clears up there will be quite a heavy trade in dry goods. The glove trade is very fair, as with every purchase of any amount of dress patterns, there must be gloves of the same color to match. The same may be said of parasols. The millinery trade will be better when weather comes that won't spoil the head fiery. There is quite a demand for ladies' suits and cloaks.

THE CLOTHING TRADE.

The clothing trade reports the advance of winter stocks, and only moderate

dium and light weight goods are now on the market. The fashion runs to grays and olive drab colors in suits, and the styles to long sack coats, some of them 25 inches long, so that they look as much like spring overcoats as anything else. Trade is generally very good, and the outlook on the same. The trade in men's wear continues about the same.

IN THE LEATHER LINE.

The shoe men report trade very good, but regard future price conditions with eyes averted. Prices continue not only stiff, but promise to rule even higher than at present. The rise is confined mostly to the class of goods used by the moderate to do and the laboring classes, for the reason that the leathers used in manufacturing these lines are cut from the "bodies" and "butts" or "shoulders" of a skin, leaving the finer parts for the finer grades of shoes. A result of this is an accumulation of material and increase of stock in the more costly lines, occasioning a weakening tendency in prices for such goods. The shoe that in 1905 cost \$2.17 to make, now costs \$2.55, as with the exception of manufacturing expense, there has been an advance of 2 to 7 1/2 cents on each item of expense for material. There is quite a demand reported for patent leather, low cut shoes, as the taking thing for the coming season.

HARDWARE AND LUMBER.

The hardware and lumber trades are waiting for steady weather when their harvest will begin. There are large and complete stocks of all classes of goods on hand ready to be put out at a moment's notice. The lumber yards are well filled up with all kinds of lumber.

**INTERNATIONAL CONTROL
OF WIRELESS TELEGRAPHY**

Washington, March 30.—Possibly the experience of the navy department in its efforts to keep in touch with the drydock Dows, in its remarkable cruise from the Chesapeake bay to the Philippines, may result in a concerted attempt to secure an international control within certain limits of wireless telegraphy. The navy department has had good reason to believe that in several instances Commander Hosley, in charge of the towing expedition, might have succeeded in communicating with the department and that, too, at times when there was general apprehension as to the safety of the ship. At this time, when the supply ship Glacier is passing through Mediterranean waters, with wireless stations on adjacent coasts, it is said to have occurred to the navy department that the use of wireless telegraphy to accept messages from vessels equipped with instruments not issued by them. Some years ago, the German government, in this way, made inquiries to ascertain whether there was not a possibility of securing an international agreement, like the existing convention for the protection of ocean cables, for the use of wireless telegraphy, but owing to the undeveloped state of the art at that time nothing was accomplished.

ZINC INDUSTRY BULLETIN.

Washington, March 30.—A substantial increase in the zinc smelting and refining industry in the United States is disclosed in a statement given out today by the census bureau. The figures cover the calendar year 1904, as compared with 1903, the year taking the twelfth census, and show that while the number of establishments for 1904 is the same as for 1903, the amount of capital invested for 1904 was \$23,132,585, or an increase of 44 per cent. There were in 1904, 6,357 wage earners, an increase of 31 per cent, while the wages paid amounted to \$2,154,903, or an increase of nearly 60 per cent. The total value of products is given as \$24,791,299, an increase of 36 per cent over 1903.

**FEATURES OF STEEL TRUST
REPORT AT A GLANCE.**

	1905	1904
Gross earnings	\$ 585,311,736	\$ 444,405,430
Net earnings	119,787,658	73,176,521
Surplus for year	17,065,815	5,047,852
Total surplus	84,738,456	78,434,574
Cash in bank	58,955,914	60,416,426
Wages paid	128,052,955	99,778,276
Number of employees	180,158	147,343
Capital invested	\$80,583,600	\$80,583,600
Total bonded debt	570,472,264	571,791,341
Total assets	1,637,811,257	1,591,014,068
One mined, tons	18,468,558	10,503,087
Pig iron output, tons	10,172,148	7,869,421
Steel rail output, tons	1,327,055	1,012,125
Finished steel, tons	9,226,386	6,792,780

TRADE REPORTS ARE IRREGULAR.

**Weather and Uneasiness Over
Labor Situation Are the
Chief Causes.**

A GREAT YEAR FOR BUILDING.

**Very Little Interruption of Freight
Movement While Railway Earn-
ings Are Immense.**

New York, March 30.—R. G. Dun & Co.'s Weekly Review of Trade tomorrow will say:

"Trade reports are still somewhat irregular, owing to widely differing weather conditions and uneasiness regarding the labor situation. Outdoor work is rapidly increasing and preparations are being made for a record-breaking year in building and agriculture. Less than the usual interruption to freight movement has occurred this winter, railway earnings making unprecedented exhibits, and roads reporting for March thus far show an average gain of 7 per cent over the previous year. Foreign commerce at this port for the last week exhibits a gain of \$2,432,251 in exports and a loss of \$2,183,827 in imports as compared with the same week last year.

"A better feeling is reported in the markets for domestic hides. "Failures this week number 191 in the United States, against 244 last year, and 17 in Canada, compared with 23 a year ago."

**COMMISSION AFTER
RAILROAD INFORMATION.**

Washington, March 30.—The interstate commerce commission announced today that in connection with the oil and coal investigation, ordered by Congress, it had decided to ask the Pennsylvania railroad, the Baltimore & Ohio railroad, the Chesapeake & Ohio railroad, the Norfolk & Western railroad, the West Virginia railroad, the Pennsylvania railroad, the Buffalo, Rochester & Pittsburgh railroad and the New York Central & Hudson River company to furnish the following information:

A list or statement showing the names and locations of all coal mines upon the said lines of roads or upon lines of roads in which the said companies are interested, giving the nature of the coal mine for car distribution when car distribution is made upon a basis involving the rating of mines. A list of all the names of stockholders at last date when stock books were closed, specifying such date and including the postoffice address of each stockholder, if that will not occasion delay in complying with this request, and in cases where the last dividend was paid to persons not stockholders of record, the names and postoffice address of such persons.

A map or maps of the lines of railway owned or operated; also a map or maps of any lines of railway in which said companies are interested.

A map or maps of the coal territories served by the said company or companies in which said companies are interested, showing the location upon said lines and upon the coal fields of such companies of each coal mine over which coal is offered for shipment.

How Mormons Have Won Their Way in Southern Alberta.

CARDSTON, March 22.—(By J. Young Byers).—The history of Cardston district and its people is indeed the history of colonization in its proper sense of pioneering. It would take a book in itself to narrate all the hardships, vicissitudes and perseverance of those early settlers who, after all, laid the foundation stone of Southern Alberta's agricultural future. Cardston is the home and birthplace, as it were, of winter wheat in Alberta; and indeed it is difficult to credit the statement that one Johannes Anderson, a thrifty Swede, who ascribes his success in Alberta to "four o'clock in the morning and up boys," has successfully raised winter wheat in the Cardston district close to town since 1888, and has never had a complete failure during that period.

In addition then to Cardston being the home of winter wheat or "Alberta Red" it is also the original setting place of the "Mormon" people in Canada. Before proceedings further into the history of Cardston it will perhaps render the causes leading to its settlement clearer to speak of the "Mormon" people a little. Much has been written of Mormonism which for winter wheat in Alberta is the home of winter wheat in Alberta; and indeed it is difficult to credit the statement that one Johannes Anderson, a thrifty Swede, who ascribes his success in Alberta to "four o'clock in the morning and up boys," has successfully raised winter wheat in the Cardston district close to town since 1888, and has never had a complete failure during that period.

UTAH'S SURPLUS.

In the state of Utah the great influx of peoples from European countries flocking into that state to avail themselves of the possibility of irrigable lands there (irrigation, by the way, is a subject thoroughly understood and worked by every "Mormon") caused almost a congestion. The work was almost unable to keep pace with the influx, and it became apparent that some other field or pasture new would have to be sought for this excess of immigration into Utah, or what one might call the "overflow of immigration" over what the irrigable lands of the state of Utah could provide for.

The result was that the pioneer and founder of the colony, Charles W. H. Wood, a wealthy Utah, on Sept. 14, 1888, to search for a locality in which to establish a home for himself and a company of his compatriots, and his selection resulted in the birth of Cardston. From that time to this Cardston has had a steady growth and progress without any boom. The growth which was growth when there were no railways into Cardston, when the fundamental basis of the Mormon belief is the principle of "katharizing." They are people "gathering" against the last days. They regard this continent as the promised land, and especially that part of which the ranges of the Rockies form the backbone. Zion is the center point even as to Jerusalem all Jews turn their eyes and faith.

THE BASIS OF MORMON FAITH.

The second and third verses of the second chapter of Isaiah contain the basis of this belief of these people: "And it shall come to pass in the last days that the mountain of the Lord's house shall be established in the top of the mountains, and shall be exalted above the hills; and all nations shall go and say: Come ye, and let us go up to the mountain of the Lord, to the house of the God of Jacob, and He will teach us of His ways, and we will walk in His paths, for out of Zion shall go forth the law, and the word of the Lord from Jerusalem."

The ecclesiastical heads of the Church government at Cardston are not men who stand aloof, but are men of their daily lives; men who are temporal heads in the business life of Cardston or district; men who daily transact business with the people, and who are also ecclesiastical heads of the Mormon Church in the district.

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